

Arena Model Major Inputs

Event Assumptions	NBA			NHL			Concerts
	Regular	Playoff	Exhibition	Regular	Playoff	Exhibition	
Ticket Price	\$55	\$80	\$40	\$55	\$80	\$40	\$60
GA Ticket Price Growth	1.67%			1.67%			2.00%
GA Seats Sold	80%	90%	70%	80%	90%	70%	90%
Suite Price	\$100	\$400	\$0	\$100	\$400	\$0	\$125
Suite Seats Sold	80%	90%	60%	80%	90%	60%	80%
Club Price	\$125	\$200	\$50	\$125	\$200	\$50	\$100
Club Seats Sold	80%	90%	60%	80%	90%	60%	80%
No Shows	15%	15%	15%	20%	20%	20%	5%
Concession/Attendee	\$12	\$15	\$10	\$12	\$15	\$10	\$10
Novely/Attendee	\$2	\$2	\$2	\$2	\$2	\$2	\$5
Concession Price Growth	2.00%						
Adjustment Factor (< 100% adds conservatism)	100%			100%			100%

Minor Event Revenue	Amount
Adjustment Factor (< 100% adds conservatism)	100%
Growth Rate	1.67%

Intangible Revenue (TV & Other)	NBA	NHL	TOTAL
Amount	\$80,000,000	\$60,000,000	\$140,000,000
Growth Rate	1.67%		

Rent (not applied to Leashold Excise Tax)	
Include Rent (Yes/No)	yes
Amount	\$2,000,000
Increase	0.000%

Performance	NBA	NHL
Playoffs	no	no
Lockout	no	no